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THE HONOR OF DUTY

Learn how Josh Shumate balances life between being a full-time firefighter and a landscaper.

GOLDEN OPPORTUNITY

See how a John Deere 333G Compact Track Loader (CTL) helps land developer Alvin Furr clear lots and prep yards.

BROTHERS' KEEPERS

With the help of Deere CTLs, brothers Wade and Dustin Vugteveen have grown a successful landscaping business. **LETTER FROM JUAN**

GOING "ALL IN" AT ALL-IMPORTANT TRADE SHOWS



Every three years, over 130,000 attendees converge on the Las Vegas Convention Center for CONEXPO-CON/AGG®, the largest construction trade show in North America. Even by Vegas standards, the show is quite the spectacle. And as in past years, the 2020 show, which was held March 10–14, did not disappoint. This massive event featured over 2.6 million square feet — or 50 football fields — of indoor and outdoor exhibits. It was truly a must-see.

CONEXPO is always a great place to find out about the latest advances and technology in the construction industry, including compact equipment. At this year's event, we showcased nearly 40 of our construction machines, including G-Series Skid Steers, Compact Track Loaders (CTLs), and Compact Excavators, and L-Series Compact Wheel Loaders. And, to commemorate the 50th anniversary of Deere skid steers, our 38,000-square-foot Construction & Forestry booth featured a fully restored Model 24 Skid Steer as well as captivating videos, educational sessions, simulators, and our John Deere Store.

CONEXPO came on the heels of the annual ARA Show*, held at the Orange County Convention Center in Orlando, Florida, February 9–12. It was a

great chance for customers to network with peers, learn from industry experts, explore new technology, and shop for new products. We displayed some of our compact machines that are popular with independent rental companies and offered exclusive Show-Only Specials, including special pricing and financing on compact equipment. The ARA Show is the largest equipment and event rental convention and trade show in the world, and John Deere is proud to be a platinum sponsor. A longtime supporter of the American Rental Association (ARA) and the rental industry, we've exhibited every year since 1978.

As always, both shows were great opportunities to show our customers how our products, technology, and support empower them to achieve their goals on their terms.

Juan Raya

Manager,

Global Compact Construction Sales





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JOSH SHUMATE IS PROUD TO BE OF SERVICE

When Hurricane Michael made landfall on October 7, 2018, it was only the fourth Category 5 hurricane to hit the contiguous United States — and the first to strike the Florida Panhandle. In Mexico Beach, Florida, entire neighborhoods were swept away, leaving only bare foundation slabs. Violent, 160-mph winds caused widespread destruction throughout Panama City, damaging or destroying homes, apartments, restaurants, gas stations, hotels, retail stores, and office buildings. Tyndall Air Force Base was devastated, with every structure sustaining wind damage and some completely destroyed.*

Firefighters are trained to rush toward emergencies instead of away from them. So it's no surprise that when firefighter Josh Shumate, owner of TurfMasters in Madison, Alabama, was asked to help the people of Panama City, he answered the call. "Our pastor, Spencer Beach of Building Church, had a home there and knew families affected by the disaster. I told him that I had a John Deere 323D CTL (Compact Track Loader) and that my friend Zach Tate and I could bring the machine down there."

Shumate needed a grapple to help clear out debris, so he approached his local John Deere dealer, TriGreen Equipment in Huntsville, Alabama. "My dealer contact, Doug Swaim, told me to swing by and pick one up. When I showed up, I was looking around for a used grapple, and he said, 'No, just grab a new one.

-continued

That's the least we can do for those people down there. And let us know anything else we can do to help.' That's just the way they are. TriGreen always steps up."

When he arrived in Panama City, Shumate couldn't believe the devastation. "I had never seen destruction like that. I was overwhelmed. There were houses leveled and trees down as far as the eye could see. We pulled up to a house and couldn't even get in the driveway. FEMA was there instructing people to pile up debris next to the right-of-way, so that's what we did for three straight days. My 323D just never let up."

Shumate wishes they could have spent more time there, but with small children at home that wasn't possible. "We're grateful to our wives for allowing us to go. It was a humbling experience to see what those people were going through. I'm blessed to have my business and this equipment, and I'm glad we were able to make an impact in the time we were there."

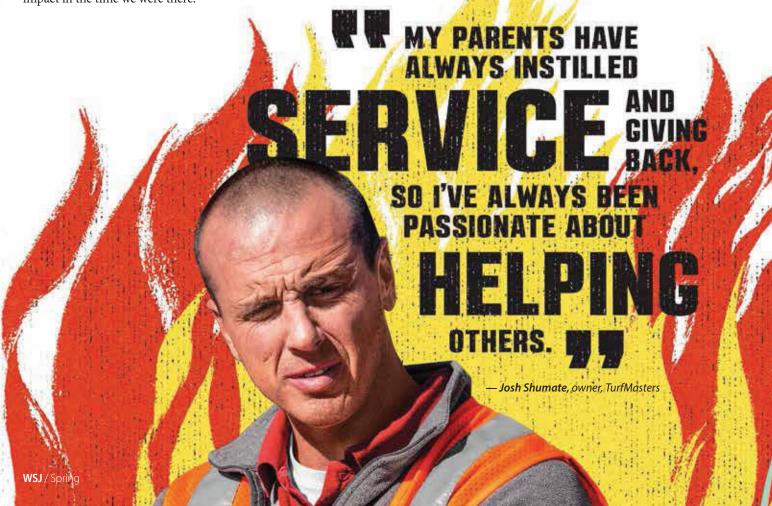
AT YOUR SERVICE

Shumate's devotion to serving other people runs deep. "My parents have always instilled service and giving back, so I've always been passionate about helping others." Since 2009, he's worked as a full-time fireman for a fire department in North Alabama. "I had a roommate in college who was a volunteer fireman, so I gave it a try. I loved it and couldn't get enough. When I had the opportunity to take a job as a full-time fireman, I jumped at it."

Shumate's parents also instilled his strong work ethic. At age 15 he started cutting grass for his father's company, Classic Cut Lawncare. "All I wanted to do was ride our John Deere lawn mower. Looking back, Dad did all the hard work of trimming and edging — the things that really make a job look good. But he never complained."

By the age of 17, Shumate was doing most of the work himself, with his dad helping him on weekends. After graduating college in 2008, he began building his lawncare business full time. "I still have some of the same customers we had when I was 15. If you do a good job and treat people fairly, you'll hold onto customers and attract new ones. I've never really done any marketing. It's all been through word of mouth."

Since he joined the fire department in 2009, Shumate has worked 24 hours at the fire station, then has 48 hours off for lawncare work. "It was a challenge to find good help who could understand my schedule. So I decided to hire firefighters. They understand the lifestyle, and it has worked out great."







Today TurfMasters serves 60 regular lawncare customers. The company also offers brush-cutting and land-clearing services, and in the past two years has gotten into dirt work. "The economy in Huntsville is booming right now, with a lot of new construction, so my partner, Brandon Gibbs, and I thought it would be a good idea to expand. Brandon has done a great job attracting work from homeowners and a few larger builders. We rough in yards and driveways, the sort of jobs larger contractors tend to ignore. Now we're able to work yearround, including from December through March when we're not doing lawncare."

DOUBLE DOWN

Family comes first for Shumate, so on weekends he tries to take a day off if he's not on duty at the fire station. That means he has to make the most of his time when he's wearing his TurfMasters hat instead of his fireman's helmet. Compact equipment helps him maximize efficiency.

The company currently runs a John Deere 331G CTL and a 50G Compact Excavator with buckets, brush cutter, and power rake attachments. "We've doubled down by putting both of these machines on worksites, and production has been fantastic. They are just absolute workhorses. By opening up more avenues to get business, they've taken us to another level."

His Deere machines have been phenomenal, according to Shumate. But service and support is "where it's at." "Our dealer support from TriGreen is exceptional. That's what you need to stay in business and a big reason I've continued to run John Deere."

Like their dealer, Shumate and Gibbs are always glad to be of service. "Brandon is also a firefighter, so we like to help people, whether it's clearing brush from a lot or doing fire and rescue work. I'm just happy to be able to serve the community. And call me crazy, but I love cutting grass, and I can run a trimmer all day long. It's awesome to find a profession that you really enjoy doing."

TurfMasters is serviced by TriGreen Equipment, Huntsville, Alabama.





When scouting new areas for development these days, Furr adheres to the old adage "location, location, location." "I look for places that are growing. I like to see new businesses in the area, along with plenty of restaurants and places to shop, that sort of thing."

After completing the 300-home development in Thomasville, Furr and his partner built a 165-home development in Winston-Salem. Then in 2008, the U.S. housing bubble burst and the economy went south. "We were just getting ready to start building houses on a 31-home development, but I held off."

Furr bided his time, making ends meet through rental properties and a few other sound investments. Eight years later, T.A.F. (which stands for Thomas Alvin Furr) Building & Development got back into the game. Furr now builds four or five houses a year. He tries to do much of the work himself, subcontracting out the rest.

With experience digging and pouring footings, framing, siding, interior finishing, and landscaping, Furr says, "I enjoy running machinery more than anything else. You can get in, shut the world out, and focus on what you're doing. You can accomplish a lot sitting by yourself in a machine."

Furr started running construction equipment out of necessity. "I couldn't find anyone to dig footings — I'd have to get on a three- or four-week waiting list. So I bought a backhoe and started digging my own footings."

Furr has run John Deere machines since the beginning. In addition to buying the backhoe, he also acquired a Deere

I'VE ALWAYS BEEN A FAN OF JOHN DEERE MACHINES. I'VE HAD NOTHING BUT GOOD SERVICE OUT OF THEM.

- Alvin Furr, owner, T.A.F. Building & Development

455D Crawler Loader and 550B Dozer so he could do his own landscaping. "I've always been a fan of John Deere machines. I've had nothing but good service out of them."

DAILY GRIND

An important part of Furr's equipment arsenal is a John Deere 333G Compact Track Loader (CTL) with a mulching head, which he uses to clear lots. The combination allows him to grind up brush and small trees, so he can get the land in shape to pass local inspections for erosion control and obtain a building permit. He also uses a grapple and bucket to clean up, and a tiller to prepare yards for seed.

"The 333G gives me the power I need to clear the land. It can do the work of much larger machines, yet it's maneuverable so it won't disturb bigger trees, which I want to preserve for the lot. I like the speed, smooth control, and the way it handles. It's just an all-around good machine. I enjoy operating it a lot."

The 333G came equipped from the dealer with a forestry package. Side and rear screens shield the operator against

branches, and a Level II FOPS plate helps safeguard against falling debris and limbs. A rear bumper guards the back of the machine from trees and other objects. Additional guarding protects the lift-cylinder hoses and hydraulic coupler.

Furr's local John Deere dealer, James River Equipment, also helps keep the machine up and running. "I can usually get the parts I need, when I need them. And if the dealer doesn't have them in stock, they can get them for me right away.

"John Deere and James River have been a big part of my success," he adds. "The machines are easy to service and very reliable. The value and quality you get in a Deere machine can't be beat. And the guys at James River, including my salesman David Smitherman, are tremendous to work with. They always try to meet all my needs."

T.A.F. Building & Development Inc. is serviced by James River Equipment, Pfafftown, North Carolina.







MAXIMIZE SKID STEER TIRE LIFE

Skid steers can be tough on tires. Spinning wheels, sharp turns, and tough working conditions can reduce tire life. Tire costs can represent a significant portion of operating expenses for a skid steer. Avoiding wear helps you keep tires rolling as long as possible — and holds costs down. Here are a few tips.

CHOOSE WISELY

No tire can cover every application. For most general-purpose work, standard pneumatic air-filled tires are a good choice. Pneumatic tires are typically available in standard duty for low-use operations such as land-scaping; heavy duty for farming, snow removal, and general construction; and severe duty for demolition, scrapyards, and industrial applications.

For debris-filled environments, consider adding a foam or gel to minimize the possibility of flats. Solid rubber tires are a good option in applications such as recycling where a pneumatic tire might get punctured. Consult with your dealer to learn what tire type, size, rating, and tread design is right for your application.

INSPECT AND PROTECT

Each day check the tires' appearance for damage, including cuts, scrapes, cracks, embedded material, and uneven wear. Clean tires and remove sharp objects and rocks. If wear is uneven, rotate the tires. Also check that tire pressure is at manufacturerrecommended levels before running your machine.

STOP SPINNING YOUR WHEELS

Operators can significantly reduce tire wear by limiting tire counterrotation during sharp turns and the amount of spin while excavating or loading material. Train operators to use wider turns in general and to make turns prior to getting on a hard surface. Sprinkling dirt or sand on a hard surface can help minimize tire wear, and try to keep work areas free of debris that can damage tires. You should also teach operators to avoid extremely heavy loads and pushing the machine too hard or too fast. See your operator's manual for load and speed recommendations.

TREADING A FINE LINE

When a tire approaches 15 percent of its original tread depth (OTD),

that means it's about 85-percent worn out and can be considered fully expired. At this point the tire is at a high risk for a flat and doesn't provide traction anymore. Consult your operator's manual or dealer to learn how to accurately measure tread depth.

DON'T FEEL PRESSURED

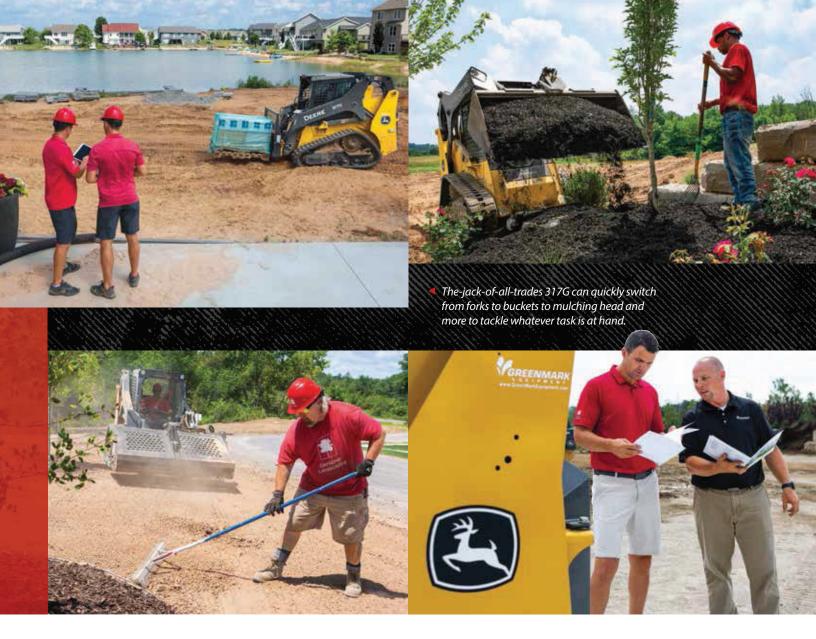
Proper tire pressure and alignment is critical to minimizing wear, so make sure your maintenance person is properly trained to mount a new tire, or have your dealer service department do it. The wheels should also be closely inspected for rust or cracking. Always rely on a professional to install foam-filled or solid tires, which require even more expertise.

Choosing the right tire and careful inspection and maintenance will help keep your tires in working condition as long as possible. Consult your local dealer to learn more.









At the time it was just the two of them, along with an employee they had hired to cover the phone at their office in Grandville, Michigan. They knew if they couldn't make it work, their dream of growing a company that would impact their community would be dead. With the help of a John Deere compact track loader (CTL) and a few great people, DeHamer Landscaping made its revenue goal that year and hasn't stopped growing since.

PUTTING PEOPLE FIRST

Flash forward to today. DeHamer Landscaping now employs over 30 people, including multiple irrigation and lawn-maintenance crews. The bulk of the company consists of eight landscapeinstallation crews that focus on residential landscaping in the West Michigan area. "The best part of each day is watching the guys drive out with the equipment every morning," says Wade. "It's a daily reminder that we couldn't do what we're doing without our great employees."

The housing market in West Michigan near Grand Rapids has been growing steadily in recent years. "All signs point to continued growth, with many new businesses moving in," says Wade. "We found our niche installing new landscapes for some larger residential home builders."

Wade oversees operations while Dustin focuses on sales. "We have an excellent team," says Wade. "It's an honor to manage the great people who show up every day. As our company grows, we have the privilege of helping more and more families thrive. That's why we're in business."

Customer satisfaction is also a top priority. "I love doing a walk-through at the end of a job," adds Dustin. "The grass is growing, the trees are beautiful, the flowers are blooming, and the customer is happy. That's something I'm very passionate about."

FIELDS AND DREAMS

Dustin and Wade grew up in Grandville not far from their office. "Childhood was great," recalls Dustin. "Baseball was our family sport. On a typical Saturday afternoon during the summer, we'd be at the local field taking batting practice and fielding balls."

As teenagers, Dustin and Wade daydreamed about going into business together. "Our dad was a business owner, which certainly inspired us," says Wade. "Growing up we were able to see every day that with a lot of hard work, and

a commitment to doing right by your customers and employees, you can grow a great business." It took the brothers a while to figure out what would be the right fit. "We had a lot of different ideas: opening a restaurant, a dry cleaner, or a community basketball court. We actually ran a baseball school for five years and started a wakeboard-training school, but none of those panned out."

After Wade graduated college with a history degree in 2007, he didn't want to go into teaching. He and his wife were recently engaged when he learned his future father-in-law wanted to sell his landscaping business. "Dustin just finished his professional baseball career and was eager to take on a new challenge," says Wade. "We had no experience in landscaping, but we both loved being outside. We literally drew up a business plan on a cocktail napkin and jumped in headfirst."

The timing was less than perfect. In 2008, the financial crisis triggered the Great Recession. "It was pretty tough in the beginning," says Dustin. "We didn't have a lot of leads. We were new to this and didn't know the economic environment was as bad as it could get."

THE 317G IS THE PERFECT MACHINE FOR US. ... THE VERSATILITY IS AMAZING. THERE'S REALLY NOTHING WE CAN'T DO."

— Dustin Vugteveen, co-owner, DeHamer Landscaping

Initially, their main business was delivering and spreading bark. "Our dad was helping us out at the time," remembers Dustin. "Wade and I were arguing over the amount of bark to deliver or some trivial thing, and Dad said, 'If you two can't get along just doing this, you're never going to make it.' That was a big moment for me. No matter how hard times are, we need to get along. The little things can't be a big deal."

PAYBACK

After their first five years in business, the brothers bought a used skid steer, which as fate would have it, would get stuck on a muddy jobsite two months later. Another contractor tried to pull it out with two skid steers, and they both got stuck. The salesman at the local John Deere dealership, Greg Adams of GreenMark™ Equipment, brought out a Deere CTL and pulled out all three machines. He then let the brothers demo the machine for a week, and they were completely sold. "It was just an awesome machine," says Wade. "We've purchased one or two Deere CTLs a year ever since."

Today the company owns four John Deere 317G CTLs in addition to several oldermodel Deere skid steers and CTLs. "We love the 317G," says Wade. "It's very nimble in tight spaces and light enough to be friendly on existing lawns. But it still lifts pallets of block and large stones."

"The 317G is the perfect machine for us," adds Dustin. "Its lift height allows us to load trucks with landscaping materials and place pallets on trailers. The versatility is amazing. We run trencher, auger, and mulching head attachments in addition to the usual buckets and forks. There's really nothing we can't do."

GreenMark Equipment helps keep the machines operating day after day. "They've been a great partner for us," says Wade. "Downtime is our enemy, and they understand we've got to be up and running to continue to grow."

DeHamer Landscaping is sold on the John Deere image, too. "Deere is such an iconic brand," says Wade. "And branding is important to us. We want our company to be recognized as a great company doing great things. When we show up at a jobsite with John Deere equipment, it brings credibility. These machines fit right in with the brand we're building."

"I remember our father saying that we should buy the best equipment we can afford because it always pays you back," says Dustin. "Deere machines have been doing that for us for 13 years. They have been well worth the investment."

DeHamer Landscaping is serviced by GreenMark Equipment, Inc., Holland, Michigan.





— Wade Vugteveen, co-owner, DeHamer Landscaping





can't reach. This helps production continue

without interruption.

and dusty, and we're working in rock. It's

a pretty tough environment. We really put

-continued

needs. That's what keeps customers

coming back."

What's truly impressive is that the large aggregate producer is a small, familyowned company. On a given shift, 10 to 12 people are basically running the whole show. Despite the enormous workload, the company has experienced very low turnover. "People are our most valuable asset," says Moore. "We empower our employees to make decisions. If they have suggestions that can help us be more efficient, we encourage them to speak up and incorporate their ideas into what we do. And we put our operators in well-maintained, new equipment so they can perform at the highest levels."

Caring for employees is a key component of the company's mission statement. "It's hard to find good, qualified operators, but the crew we have are like family," says Peters. "And we care for them like family."

Faith is important to company owners Darryl Lanker, Scott Lanker, and Matt Girden, and it provides an avenue to reach out to employees in need. A chaplain

makes the rounds for anyone who would like counseling, and paid Bible study is offered after work on Thursday evenings. The company also has an in-house ministry fund it can use to assist employees or others in dire financial need, for example, to help cover catastrophic health-care costs. The company gives back to the community as well, occasionally organizing fundraisers for various nonprofits, contributing to the Sumter County school system, and actively supporting other Christian mission organizations.

RELATIONSHIP BUILDING

Bedrock Resources' culture puts a high value on relationships, not only among employees but with vendors as well. "I can buy a product anywhere," says Moore. "But relationships are a big factor in our decision making. Our machines need to be working, and we know that Deere stands behind its machines and that the service is going to be there."

"Without good service and support, we couldn't do what we do," adds Peters. "Our local John Deere dealer, Dobbs Equipment, takes very good care of us."

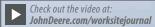
The company's main dealer contact, Richard Taylor, has worked with Bedrock Resources

It's not unusual to find Taylor at the quarry. Using John Deere's JDLink™ telematics system, he and Peters can both monitor the health of Bedrock Resources' fleet 24 hours a day. But Taylor often likes to come by to check on the machines in person. He also spends a lot of time with Peters trying to learn the quarry business. "He takes a lot of pride in learning to understand our unique and complex business," says Peters.

"Richard does everything he can to address issues before they become major problems," adds Moore. "If I need something, he's always there. I can call him at four in the morning. I try not to do that, but he'll answer, and that's important to me."

Moore says people are the lifeblood of his operation, and that includes John Deere: "I'm grateful to work for a small company that really appreciates its employees, its suppliers, and its community. I love what I do, and I enjoy coming to work every day. To me that's worth more than any amount of money."

Bedrock Resources is serviced by Dobbs Equipment, Orlando, Florida.





GET-

-CONNECTED



COMPACT CONSTRUCTION EQUIPMENT ATTACHMENTS

ROTARY CUTTERS

Looking to tackle a new project or expand your operation's capabilities? Add a John Deere attachment. Our ever-expanding lineup includes over 100 models, so you're sure to find the right tool for the job.

Our new **RX72 and RX84 Rotary Cutters** are designed to handle medium- to heavy-brush applications as well as hardwoods up to 10 inches in diameter. Robust deck construction makes these rotary cutters suitable for the most-demanding high-debris environments.

Heavy-duty front push bar helps to guide trees when felling and to maneuver brush. Retractable forward shield rolls back to expose blades to larger-diameter trees and returns to closed position during ground cleanup. Heavy-duty chain curtain across the front of the cutter deck knocks down flying debris.

Blade carrier is engineered for quick startup and recovery in heavy brush. Color-coded pressure gauge provides visual blade-load feedback to help the operator cut heavy brush. Hydraulic valve quickly stops the rotary cutter, while an audible indicator signals to the operator that the blades are coming to a stop.

RX72 and RX84 Rotary Cutters are optimized for compatibility with our large-frame skid steers and compact track loaders (CTLs) equipped with high-flow auxiliary hydraulics and severe-duty doors. They're also compatible with many comparable competitive models. See your local John Deere dealer for details.



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